Government Contracting for Homeland Security in the Pacific

NAVSUP
FISC PEARL HARBOR

Presented by:
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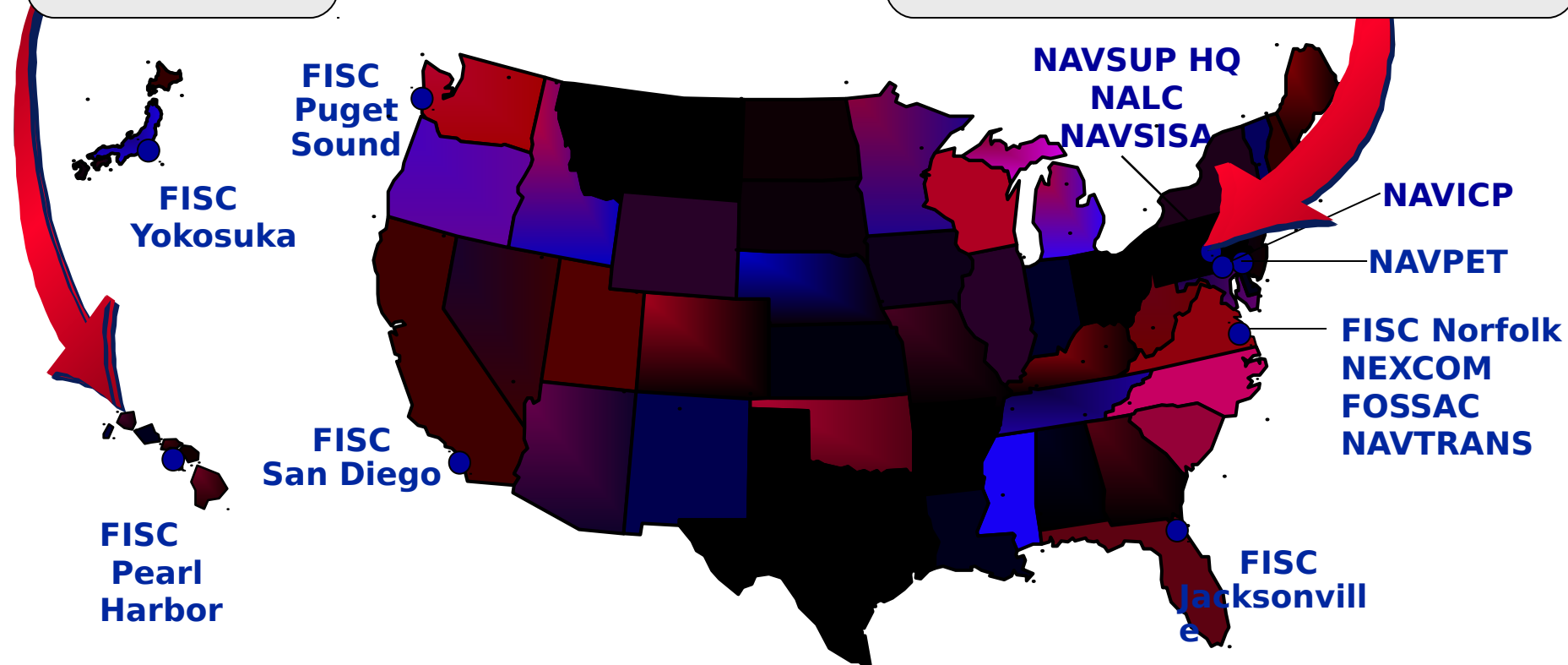- **Who we are**

- **What we do**

- **The Navy Marketpla**

- **SUPSHIP:** Contracts for Ship repair, maintenance, installation and other services onboard ships.

- **NAVFAC:** Construction, environmental services, A&E.

- **NAVSUP:** Supplies and services.

Who we are...
Part of Global Network

NAVSUP
FISC PEARL HARBOR

FISC
Pearl Harbor

NAVSUP Headquartered in
Mechanicsburg, Pennsylvania

FISC
Puget
Sound

NAVSUP HQ
NALC
NAVSISA

NAVICP

NAVPET

FISC
Yokosuka

FISC Norfolk
NEXCOM
FOSSAC
NAVTRANS

FISC
San Diego

FISC
Pearl
Harbor

FISC
Jacksonville

NAVSUP
FISC PEARL HARBOR

Delivering Combat Capability through Logistics

The operating forces are "the main thing

Coordination with our customers is key

FISC PEARL HARBOR

"To provide Navy, Marine Corps, Joint and Allied Forces quality supplies and services in a timely basis"

The RIGHT material...

at the RIGHT place ...

he RIGHT time ...

the RIGHT price.

NAVSUP
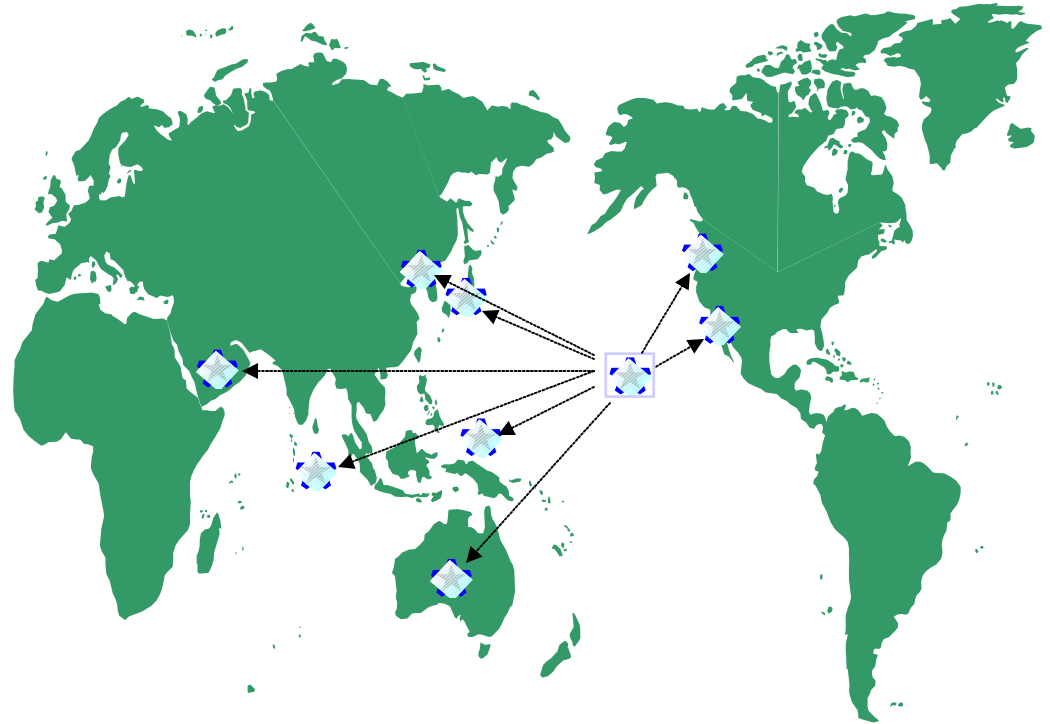**FISC PEARL HARBOR**

We Support:

- *Home-ported vessels*
- *Navy shore commands*
- *PHNSY/IMF*
- *Joint exercises for deploying forces*
- *Transient ship visits*
- *Guam vessels and shore commands*

From Pearl Harbor to:

Guam – 3,812 mi.   Yokosuka – 3,862 mi.   Diego Garcia – 8,964 mi.

Australia – 5,065 mi.   Persian Gulf - 8,665 mi.   Korea – 4,549 mi.

San Diego - 2,611 mi.   Puget Sound –

What we do...
FISC Pearl Business Snapshot

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Some Statistics...(FY 2002)

Inventory Management
- Items Managed — 135K
- Inventory Value — $202M
- Nr. Issues & Receipts — 300K
- Total Sales — $27M

Acquisition
- Dollar Value of Contracts — > $140M
- Number of Large Contracts — 589
- Number of Small Contracts — 8,068

Fuel Operations
- Products — F76/JP5/JP8
- Capacity — 7.1MB
- Throughput — 4.4MB
- Inventory Value — $170M

Personal Property
- Annual Shipments — 36.3K

Terminal Services
- Ocean Terminals — 450K MT
- Exercise Support — 1.8K pieces
- Air Shipments — 12.8K
- Mail — 1.44M pieces

Shipyard/IMF Support
- Total Material Ordered — 147K reqns at $92M
- Total Shop Store Issues — 68K reqns at $7.7M
- Total Purchase Card Buys — 9K at $4M
- Total Receipts — 128K reqns

HAZMIN Center
- Disposal Cost Avoidance — $1.1M
- Procurement Cost Avoidance — $480K
- Inventory Turnover — 4.23

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» Supplies:
  - Barriers
  - Computer Software/Hardware
  - Diving Equipment
  - Furniture
  - Galley Equipment
  - Generators
  - Office Supplies
  - Recreation Supplies
  - Security Equipment
 - Small Boat Supplies

» Services:
  - Ammo Handling
  - Bottle Gas
  - Catering
  - Consulting
  - Equipment Rentals
  - Helo Washing
  - Husbanding (tug, potable water)
  - Lodging
  - Mess Attendant
  - Packing & Shipping
  - Phones and Pagers

Step 1. Identify Your Product or Services

Know the
North American Industry Classification System (NAICS)
Code for your product or service.
(www.census.gov/naics).

The table of small business size standards based on the NAICS is located at (www.sba.gov)

The official 2002 US NAICS Manual
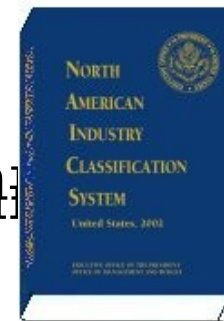
Step 2. Obtain a Data Universal Numbering
System (DUNS) Number.

Dun and Bradstreet maintain the *DUNS* company identifier system utilized by both government and corporate officials searching for background information on companies. E_____ to obtain your DUNS number.

Step 2 Cont. **Register in the Central Contractor Registration (CCR) System**

You must be registered in the *CCR* to be awarded a contract from the Department of Defense (DOD) (www.ccr.gov/index.cfm).

CCR is a database designed to hold information relevant to procurement and financial transactions. CCR affords you the opportunity for fast electronic

Step 2 Cont.   Obtain a Commercial and Government Entity (CAGE) Code.

A *CAGE Code* is a five-position code that identifies contractors doing business with the Federal Government, The CAGE Code is used in a variety of systems in the government, and provides for a method of identifying a given facility at a specific location. (www.dlis.dla.mil/cageserv.asp)

The CAGE Code request process is incorporated in the CCR registration (www.ccr.gov). Upon activation in CCR, your company will be assigned a CAGE Code

Step 3.   Register in PRO-Net

Visit SBA's website at (www.sba.gov) and click Pro-*Net.*

Pro-Net is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities.

Pro-Net is Free and is open to all small firms seeking federal, state and private contracts.

Registration in Pro-Net is now linked to CCR registration (www.ccr.gov).

Step 4. Be Familiar with Federal Contracting Procedures

a. *Federal Acquisition Regulations* (*FAR*) (www.arnet.gov/far),

b. *Defense Federal Acquisition Regulation Supplement* (*DFARS*) (www.acq.osd.mil/dp/dars)

c. *Navy Acquisition Procedures Supplement* (*NAPS*) (www.abm.rda.hq.navy.mil/nap1.html).

Selling to the Military (www.acq.osd.mil/sadbu/publications/selling/index.html) a handbook that provides an intro to DOD contracting practices, and provides lists of products

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Step 5. **Identify the Navy Contracting activity that purchases your product or services.**

Navy contracting functions are decentralized.

Each buying activity has a ***Small Business Specialist*** -your focal point for upcoming procurements and source for counsel on small business matters at that particular activity.

Locate the buying activity that purchases your product utilizing the N*avy Marketing Information Service* (www.hq.navy.mil/sadbu/marketinfo)

Step 6.   Identify Current and Future Navy procurement Opportunities.

Long Range Acquisition Estimates - Identifies projected requirements. (http://lrae.abm.rda.hq.navy.mil).

Current Navy Opportunities - Check *Navy Electronic Commerce Online* (NECO) website: (www.neco.navy.mil).

FedBizOpps website (www.fedbizopps.gov) - A single source to identify Navy, other DOD and Federal

Step 7. Investigate Federal Supply Schedule Contracts with GSA.

Many Navy supplies and services are purchased utilizing FSS contracts and the Purchase Card.

Contact General Services Administration (GSA) for info on how to obtain a FSS contract (www.fss.gsa.gov)

Info on accepting the Purchase Card when doing business with the Navy may be obtained at: (www.gsa.gov/portal/home.isp)

Step 8.   Investigate Other DOD Programs.

Other DOD small business programs that may interest you:

Women-Owned Small Business,
Veteran Owned Small Business,
Indian Incentive Program,
Mentor-Protégé,
Small Business Innovation Research,
Historically Black Colleges and Universities/Minority Institutions Program.

Info on these programs is available at the DOD Office

Step 9.   Explore Subcontracting Opportunities.

Do not neglect the very large secondary subcontracting market.

Subcontracting Opportunities with Prime Contractors (www.acq.osd.mil/sadbu/publications/subdir/index.html) lists all major DOD prime contractors by state and provides a point of contact (Small Business Liaison Officer) within each firm.

SUB-Net (http://web.sba.gov/subnet/) is the SBA's Subcontracting Network website

Step 10.   Seek Additional Assistance.

Exchange System - For retail activities, visit Navy Exchange System website (www.navy-nex.com) or the Marine Corps Exchange
website @ (www.usmc-mccs.org/busops/Retail/main.asp).

The Department of the Navy eBusiness Operations Office
(www.don-ebusiness.navsup.navy.mil/don-ebusiness/) and

Defense Electronic Business Office
(www.defenselink.mil/acq/ebusiness) provide

Regional Contracting Department information:

(www.cic.pearl.fisc.navy.mil)

- **How to Reach Us**

- **Contracting Opportunities:** request for quotation &
  request for proposal for upcoming contracts

- **How to Contract with the Government:** contains
  various information from the state departments of taxation